

The background of the slide features a large, faint, circular seal of the State of Florida. The seal contains the text "SEAL OF THE STATE OF FLORIDA" around the top and "1912" at the bottom, flanked by two stars. In the center of the seal is a shield with a palm tree and a sun.

Value In Procurement

April 25, 2006

Jean Clark, Administrator
Enterprise Procurement Services

Classification Maintenance Review Status

- ◆ Target Implementation Date – July 1, 2006
- ◆ Working with agencies/Strategic Contract Centers to “scale” the project
- ◆ The goal of win/win solution

Request for Proposal Issuance for Comprehensive Strategic Sourcing Training Curriculum

- ◆ Enhance our current processes
- ◆ Enhance knowledge of market research and analysis
- ◆ Enhance procurement expertise
- ◆ Enhance standardized methodology

Value In Procurement

More Savings.....

- ◆ Target VIP Savings - \$136.2M
- ◆ February ER Report - \$91.02M
- ◆ Increase of \$1.91M
- ◆ Total Savings at \$92.93M

Enterprise Procurement Services

◆ Floor Covering – 4 awards

- All Arizona Businesses
- 1 Small Business
- 1 Woman-Owned, Small Business

◆ Environmental Assessment/ Abatement Services – 34 awards

- 28 Arizona Businesses
- 20 Small Business
- 3 Minority, Small Business
- 1 Minority, Disabled

Enterprise Procurement Services



Cartridge Recycle Program – Set-Aside

- STARS INDUSTRIES – Certified Non-Profit Corporation – training and rehabilitation services
- “Environmentally Friendly”
- Pick-Up of used printer and toner cartridges
- No cost to the State

Enterprise Procurement Services

✦ Remanufactured Toner Cartridges – Set-Aside

- QUALITY CONNECTIONS – Certified Not-for-Profit Agency serving individuals with severe disabilities.
- “Environmentally Friendly”
- HP Laser-Jet cartridges for printers, copiers, and faxes
- Potential savings of \$204,400 for 3 years

Enterprise Procurement Services

Personal Computer Bulk Buy

- 4 Standard PC Configurations, 2 Laptops, 2 Monitors

	2005 Totals	2006 Totals
▶ PCs	1,988	1,691
▶ Laptops	367	425
▶ Monitors	2,491	1,506
▶ Total Units	4,846	3,622
Total \$ Savings	\$1,426,828	\$717,207
Savings per Unit	\$294	\$198

- Dell, HP, Gateway and Lenova
- Savings of \$717,207

Dept. of Environmental Quality

✦ Emergency and Routine Response Services

- 6 awards, all with Arizona offices
 - ▶ 2 Small Businesses
 - ▶ 1 Woman-Owned Business
 - ▶ 1 Minority Business
- Pricing approximately 8% higher than previous 2001 contract rates

Department of Commerce

◆ Research and Survey Services

- 12 awards
 - ▶ 5 Small Businesses
 - ▶ 3 Woman-Owned, Small Businesses
 - ▶ 1 Woman-Owned Business
- Savings of \$317,000 for 3 years for Commerce and Transportation

Department of Health Services

■ Consumable Laboratory Supplies and General Equipment

- “Hot List” of 1800 items
- 4 awards
 - ▶ Bio-Medical Products, Small business
 - ▶ Fisher Scientific
 - ▶ Perkin Elmer Services
 - ▶ VWR Scientific
- Savings of \$675,000 for 3 years